

Job description

Inside Sales Manager

Epiphany Srl – Milan – Italy



The Career Potential

Epiphany is a start-up Company founded in 2016 that provides a world class open-banking integration & development platform aimed at helping our target customers (i.e. traditional banks) accomplish two major things: 1) first, to achieve PSD2 Compliance through proper application integration services, allowing authorized third-party payment providers (“TPP’s”) to safely and securely access client banking data per the new regulations and 2) provides traditional banks the ability to quickly develop new and more modern banking services for themselves, that drive greater customer engagement and build revenue, so they too can play in the open-banking era and not become disintermediated in the process.

Open Banking represents an inflection point for traditional bankers, and those who invest in modernization, and engaging customers differently will make it, while those who don’t will be commoditized and become irrelevant, or worse be put out of business altogether.

This spells big opportunity for Epiphany, and specifically our Open-Banking platform and the role we can play in helping our customers modernize and take their rightful place in the digital banking era.

To do this we need talented people, who share our passion about helping traditional banks stay alive and thrive in this new era, and people who can think strategically but execute tactically to get work done. As a valued team member, you will carve your own career path and be part of building this company stronger and better than ever before. There is no limit to the experiences, opportunities and new directions you will have access to here at Epiphany, but most of all you will make an impact.

What you do at Epiphany **will change banking forever.**

This position reports to the SVP Sales & Marketing of Epiphany.

Role: Inside Sales Manager

Location: Milan - Italy

Terms of Employment: Fulltime, Permanent, on-location

Application Process: Send your resume to jobs@Epiphan.eu

Please quote **"Inside Sales Manager"** in the subject line.

Key Responsibilities

- ! Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- ! Understand customer needs and requirements
- ! Route qualified opportunities to the appropriate sales executives for further development and closure
- ! Close sales and achieve quarterly quotas
- ! Research accounts, identify key players and generate interest
- ! Maintain and expand your database of prospects within your territory
- ! Team with channel partners and Direct Sales to build pipeline and close deals
- ! Perform effective online demos to prospects

Qualifications

- ! Proven inside sales experience
- ! Track record of over-achieving quota
- ! Strong phone presence and experience dialing dozens of calls per day
- ! Proficient with corporate productivity and web presentation tools
- ! Experience working with Salesforce.com or similar CRM
- ! Excellent verbal and written communications skills
- ! Strong listening and presentation skills
- ! Ability to multi-task, prioritize, and manage time effectively
- ! BA/BS degree or equivalent